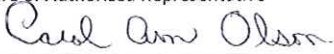


# BROADBAND EXPANSION GRANT APPLICATION

## For Fiscal Year 2022

Primary Applicant (Name and Address):  Coon Valley Farmers Telephone Company Inc. 105 Central Ave, PO Box 398 Coon Valley, WI 54623-0398	Applications MUST be UPLOADED to ERF via the Commission's website, <a href="http://psc.wi.gov/apps35/ERF_upload/content/mymenu.aspx">http://psc.wi.gov/apps35/ERF_upload/content/mymenu.aspx</a> . Refer to section 2.3 for detailed instructions.  Applications are due and MUST be uploaded to ERF no later than: <b>March 17, 2022</b> at 4:00pm (16:00) Central Time. Late applications will not be accepted.		
	Contact for further information: <a href="mailto:PSCStatebroadbandoffice@wisconsin.gov">PSCStatebroadbandoffice@wisconsin.gov</a>		
	Date: December 1, 2021		
<p>The Public Service Commission of Wisconsin is seeking applications for Broadband Expansion Grants. The Commission may award one or more grants during Fiscal Year 2022 to public and private entities that meet the eligibility requirements set forth in Wis. Stat. § 196.504. This grant round will be funded with bond proceeds authorized by the Wisconsin Building Commission pursuant to Wis. Stat. § 13.48(30). As such, successful applicants are subject to the requirements of Wis. Stat. § 13.48(30). Successful applicants will demonstrate a clear and achievable plan to improve broadband communications services in one or more underserved areas in the State.</p>			
<p><b>Applicant Certification:</b> In signing this application, the undersigned verifies under penalty of perjury that the Applicant and its employees and agents have not, either directly or indirectly, entered into any agreement or participated in any collusion or otherwise taken any action in restraint of free competition with respect to this application; that no attempt has been made to induce any other person or firm to submit or not to submit an application; that this application has been independently arrived at without collusion with any other proposer, competitor or potential competitor; that this application has not been knowingly disclosed prior to the opening of applications to any other applicant or competitor; that all of the responses and representations of Applicant in this application are true and correct to the best of the undersigned's knowledge, information, and belief; and that Applicant agrees to, accepts, and will comply with all of the terms and conditions respecting this application and any award of a broadband expansion grant as may be established in a grant award Agreement.</p>			
Name of Authorized Representative (Type or Print)  Carol Ann Olson	<table style="width: 100%;"> <tr> <td style="width: 50%;">Title  General Manager</td> <td style="width: 50%;">Phone (   )  608-452-3101</td> </tr> </table>	Title  General Manager	Phone (   )  608-452-3101
Title  General Manager	Phone (   )  608-452-3101		
Signature of Authorized Representative 	Date 3-14-2022		

### SUMMARY OF GRANT APPLICATION

Primary Applicant Name Coon Valley Farmers Telephone Company Inc	Amount of Broadband Grant Request (round to nearest dollar) 1,173,491
Federal Employer Identification No. 39-0224420	Amount of Matching Funds Pledged (round to nearest dollar) 1,173,491
Contact Name and Title Carol Ann Olson, General Manager	Total Cost of Proposed Project (round to nearest dollar) 2,346,982
Telephone Number  608-452-3101	Project Name  Leon/ Bangor Townships
E-mail Address(es) cvt@mwt.net	Type of Proposed Broadband Service (FTTH, Cable, DSL, etc.) FTTH
Grant Manager, if different than Primary Applicant	Type of Proposed Project (Last-mile, Middle-Mile, backbone, other) Last Mile
Grant Manager Contact Name	Grant Manager Email Address and Telephone Number
If the application proposes a public-private partnership, list the names, addresses, and FEINs of the partner companies or organizations	
Brief Project Description (2 sentences)    Coon Valley Farmers Telephone Company is submitting this application for FTTH in the Townships of Leon and Bangor. Project will bring gigabit service to 256 locations considered under or un-served.	
Maximum Proposed Download Transmission Speed  1 Gig	Maximum Proposed Upload Transmission Speed  1 Gig
Minimum Proposed Download Speed to Customer Location 50 Mbps	Minimum Proposed Upload Transmission Speed to Customer Location 50 Mbps
County or Counties served by this project  Parts of Monroe County & LaCrosse County	Community or Communities served by this project  Portions of Leon Township and Bangor Township
List of the broadband service providers, if any, currently serving the area the applicant proposes to serve Century Link/Lumen	

Does proposed project serve an <i>unserved</i> area of the State, as defined in <a href="#">Section 1.4</a> of the application instruction? (yes/no)  yes	Is the Applicant certified as a Broadband Forward! Community or Telecommuter Forward! Community, or does the grant project propose to serve a Broadband Forward! Community or Telecommuter Forward! Community? (yes/no)  no
For last mile projects or component the expected number of Business Locations that will have access to the improved broadband service (i.e., total business locations passed or with new service access).  1	For last mile projects or components the expected number of Residential Locations that will have access to the improved broadband service (i.e., total residential locations passed or with new service access).  255
Of the improved business locations, how many locations are <i>unserved</i> ?  0	Of the improved residential locations, how many are <i>unserved</i> ?  92
For providers that are eligible telecommunications carriers will the proposed broadband service be available to Lifeline customers? (yes/no) yes	Are there any programs available for low-income households to access low-cost service or discounts? (yes/no)  yes
Is the internet service provider currently participating in the Emergency Broadband Benefit Program? (yes/no)  no	Is the internet service provider currently participating in the Department of Public Instruction and CESA purchasing's Digital Learning Bridge? (yes/no)  no
Did the internet service provider participate in the Public Service Commission's voluntary Broadband Coverage Data Collection in 2021? (yes/no)  no	



# FY22 Broadband Expansion Grant Application

## Budget & Income Summary



Please complete this form using Microsoft Excel. A PDF copy must be attached to your application as page four. In addition, this form must also be uploaded to ERF in Excel format.

### Grant Summary

Grant Applicant:	Project:
Coon Valley Farmers Telephone Company Inc	Leon Township & Bangor Township

### Budget

Line:	Description / Category:	Grant Funds:	Match:	Total:
1	Contractual, Consultant Fees	\$ 855,601.00	\$ 855,601.00	\$ 1,711,202.00
2	Equipment	\$ 257,890.00	\$ 257,890.00	\$ 515,780.00
3	Supplies			\$ -
4	Labor (Salary, Fringe)	\$ 60,000.00	\$ 60,000.00	\$ 120,000.00
5	Permitting, Licensing Fees			\$ -
6	Travel			\$ -
7	Other			\$ -
Total:		\$ 1,173,491.00	\$ 1,173,491.00	\$ 2,346,982.00
		50.0% match requested		

### Pledged Contributions

#:	Entity:	Entity Type:	Pledge Type:	Pledge:
1	Coon Valley Farmers Telephone Company Inc	Applicant	Salary	\$ 60,000.00
2	Coon Valley Farmers Telephone Company Inc	Applicant	Cash	\$ 1,113,491.00
3				
4				
5				
6				
7				
8				
9				
10				
Total:				\$ 1,173,491.00







### 3.1 EXECUTIVE SUMMARY

Coon Valley Farmers Telephone Company submits this grant application in the amount of \$1,173,491 which is 50% of the project's \$2,346,982 cost. Coon Valley Farmers Telephone Company Inc. will contribute \$1,173,491.

Coon Valley's Board of Directors has approved the construction of this proposed project and anticipating that a grant would make it possible to bring broadband service to more residential and business customers in the proposed grant area.

Monroe County and Lacrosse County have been neglected by Century Link in the rural areas it serves. The area included in this grant application is considered unserved and underserved by definition of this grant. This has caused hardships for people who work and/or study from home. Fiber-to-the-home broadband service will be available from Coon Valley Farmers Telephone Company as fiber-optic cable installed at a possible 256 locations. This will be an extension of Coon Valley Farmers Telephone Company's existing network. It is anticipated that the subscription rate will be 90% of the customers residing in these areas.

We propose to build a future proof network to these locations using our existing Calix Network Infrastructure and bringing buried fiber optic cable to every location allowing them access speeds up to 1 Gig today with the flexibility to go to 10 Gig with evolutionary change out of electronics.

This project is very important to the proposed serving areas as well as the local governments in which they reside. The extension of Fiber-to-the-home Broadband to these unserved-underserved areas will provide subscribers with a high quality and reliable communications infrastructure to expand their work from home, educational, economic, and healthcare opportunities.

Coon Valley Farmers Telephone is an ILEC certified in the State of Wisconsin pursuant to Section 196.50(2)(b) of the Wisconsin State Statutes. Coon Valley serves 3 ILEC Exchanges (NECA Study Area 33-0868) located in Vernon County, Monroe County and LaCrosse County. Services include voice, internet and cable television.

Coon Valley Farmers Telephone Company is an Incumbent Local Exchange Carrier certified to provide telecommunications service in the State of Wisconsin pursuant to Section 196.50(20)(b) of the Wisconsin State Statute. Coon valley has demonstrated its ability to plan, finance, build, and manage complex communications projects over its past history.

#### 3.2.2 Description of the Project

Attached is a static map of our proposed area in the Townships of Leon and Township of Bangor that will be affected by our proposed project.

- a. a URL reference to a spatial file is attached

### 3.2.2 (continued)

b. The project lies in an area served by CenturyLink with advertised speeds of 15/.75, 25/2, 3/5, and 10/1. These advertised speeds do not allow any of these customers to work from home, do school work from their homes, school virtually, or attend virtual medical appointments. This has caused hardships for people who would like to work from home or study from home because of the lack of necessary bandwidth.

c. The proposed project will increase broadband access to a potential 256 households which are either unserved or underserved. The internet speeds offered will be 1 Gig upload and 1 Gig download dedicated to each customer. These are permanent residences and businesses and are not seasonal locations. From surveys completed we are looking at a penetration rate of 95%.

d. The proposed project is targeting "last mile" broadband infrastructure.

e. Coon Valley will be providing 1 Gig of Upload and 1 Gig of download speed as dedicated bandwidth and will be using Calix Network infrastructure for the main electronics. B6-318 blades will be used along with a DZS-Zhone ONT model GE2424 at the home.

There will be no cost to the telephone company for right-of-way access for burying the fiber cable per the townships.

f. This is not a middle mile project but rather a last mile project.

g. Schedule of completion:

Start of Project – Construction Begins	April, 2023
Splicing- Begins	May, 2023
Subscriber installations and turn up begins	July, 2023
Completion of Project	May, 2024

### 3.2.3 Itemized budget items (attached)

a. Attached is a price list for any equipment we intend to purchase.

3.2.3 a. This project is very important to the proposed serving areas as well as the local governments in which they reside. This will help people who need or want to work from home and for on-line school access and homework. This project will improve property values for those customers living in these townships by allowing people moving in or out of the area to have access to dedicated bandwidth with speeds that provide the services they need. Coon Valley proposes to install, splice and certify service drops as soon as the mainline cable and drops are completed. This ensures the fastest connection for residential and business customers to broadband.

b. If awarded the grant, the funds will not subsidize the expenses of Coon Valley Farmers Telephone or the monthly bills of Coon Valley Farmers Telephone but will be dedicated solely to the grant project.

c. The grant funds will be used for the sole purpose of constructing broadband infrastructure in the unserved-underserved areas covered by this application.

#### 3.2.4 Priority factors supporting the application

a. We were not able to contract for any matching funds to be invested in the proposed project. We will be utilizing our own funds along with the proposed grant funds specific for this project. The support that we do have is from the townships allowing us to use road right-of-way at no cost to Coon Valley Farmers Telephone Company.

b. The townships are fully engaged in allowing Coon Valley Farmers Telephone Company to come into their area and bury fiber cable to their residences and businesses. They would like this done as soon possible as they realize broadband is an important in the daily lives of all customers.

#### c. Existing broadband service

One landline broadband service provider in the serving area of the proposed project is CenturyLink (Lumen). CenturyLink has advertised bandwidth of several different speeds throughout these townships – 15/.75 - 25/2 - 3/5 & 10/1. US Cellular is a wireless broadband provider with broadband advertised speeds of 2.0/.06. T-Mobile has an advertised speed of 25/3. However, customers are not receiving speeds which allow them sufficient access to broadband environment. Customers in this area are not able to get the speeds that are needed to work from home, to attend school virtually, to attend virtual medical appointments, or even do homework from their residences. We are not aware of any attempts by CenturyLink to provide fiber broadband services to these customers. Despite the advertised speeds at the currently defined rates, local subscribers report that CenturyLink is unable to offer consistent speeds at the advertised speeds. We will not be duplicating existing broadband infrastructure as it is not available in these unserved-underserved areas.

e. The project is anticipated to serve 256 customers and will be offered 1 Gig up and 1 gig down broadband internet service. The service will be dedicated to each customer. The customers will be offered the following packages:

50 Meg	\$65.00
100 Meg	\$75.00
200 Meg	\$95.00
500 Meg	\$125.00
1 Gig	\$250.00



### 3.2.4 (continued)

f. The project will provide customers the ability to work from home which they are not able to do now due to not having available the bandwidth needed for this service. Many of the customers work for medical facilities and are interested in higher bandwidth so they can work from home, students can do their homework without having to go to a library to get access to internet service. They will be able to have virtual medical visits right from their own home. Property values and sales of property in these communities will be enhanced by the availability of gig services. Our project will enhance future economics and prosperity to these customers by the availability of broadband speeds which will bring them into the now and future world of broadband.

g. Other local telephone company providers are working on grants for areas adjacent to the broadband service area we are proposing for this grant, so in the end no one will be left unserved or underserved.

### 3.2.5.

a. We began installing fiber in our own area in 2008 and by the end of 2022 we will be 95% completed with fiber in our own serving area. We have also extended out in other areas outside of our own serving area as follows:

OA Project	\$240,013
St Joe Project	\$643,730
East Hills	\$127,112
Middle Ridge	\$113,279
GI	\$323,713
Cty Rd M	\$280,811

All of our fiber projects have been fully funded through in-house funding. Due to the cost of extending broadband to these townships outside of our area, a grant would be very beneficial in getting the people in these townships the bandwidth that they need in this now and future world of broadband.

Currently we are working on a project outside of our area for 2022 that will cost \$2,600,000 of which we will self-fund and will connect a possible 338 customers to our internet infrastructure. We have already polled these subscribers and are close to 95% penetration. Technical support and training materials will be issued at the time of installation and turn up of services.

b. We are unaware of any plans by the current wireline facility based broadband provider(CenturyLink-Lumen) to provide enhanced broadband service to these customers. Coon Valley has received many calls from residents in this proposed area looking for an affordable and reliable option for broadband service. The Project will be costly to construct and the unserved/underserved area may never be served without the assistance of a Wisconsin Broadband Access Grant.

c. We have completed fiber to the home projects in our own area and extended out into other areas outside of our service exchange and have done this with our own funds. We are financially able to provide for 50% of the cost of this project to extent broadband to these unserved-underserved areas.

d-e. This is not a middle mile project.

f. The proposed project will allow individuals to access health care service from their home which they are not able to do at this time. They will be able to work from home and attend school virtually as well

as be able to have a dedicated broadband connection. Many of these individuals want and or need to work from home but cannot because they do not have the broadband speed that is needed.

g. The proposed project will allow students the ability to access educational opportunities from their home which are not currently available due to the lack of broadband speeds available to these individuals.

h. The Townships are all in support of the grant application. The townships have agreed to waive fees and expenses for obtaining permits and permissions for burying fiber cable on the road rights-of-way.

i. Letters of support are attached for support from local government officials and other interested parties.

We propose to build a future proof network to these locations using our existing Calix Network Infrastructure and bringing buried fiber optic to every location allowing access speeds up to 1 gig, with the flexibility to go to 10 Gig with evolutionary change out of electronics. We have already been in contact with customers in this proposed broadband grant area and customers are excited for the possibility of getting dedicated broadband service that they can actually use for the now and future world of broadband.



Unit	Labor	Materials	Labor + Mat.	Qty	Extended
BFO24	2.02	0.2357	2.2557	70066	\$ 158,047.88
BFO48	2.02	0.0479	2.0679	83372	\$ 172,404.96
BFO96	2.02	0.7175	2.7375	45989	\$ 125,894.89
BFO144	2.02	0.9727	2.9927	35535	\$ 106,345.59
BFOV(1-1.25)	12.54	0.7	13.24	20000	\$ 264,800.00
BFH(36x24x36) & PED	339	485.74	824.74	256	\$ 211,133.44
BM2(5/8)(8)	32		32	256	\$ 8,192.00
HBFOL	165	258.84	423.84	256	\$ 108,503.04
HBFOL Tray	0	37.02	37.02	256	\$ 9,477.12
HO1	24	0.45	24.45	1792	\$ 43,814.40
BM2(3/8)(5)	32	6.48	38.48	256	\$ 9,850.88
BM83	19	3.75	22.75	256	\$ 5,824.00
FNID	50	31	81	256	\$ 20,736.00
			0		\$ -
SEBO4	2.02	0.2357	2.2557	140800	\$ 317,602.56
			0		\$ -
			0		\$ -
Construction Total					\$ 1,562,626.76

Engineering, labor & OH (CVFTC)	\$ 448,142.52
Staking	
As Builts	
6 Calix Blades w/SFP	\$ 51,480.00
256 ONTs	\$ 28,160.00
Transport SFP Lasers	\$ 2,400.00
Clearfield Jumpers	\$ 8,488.96
Contractor Set Cabinet	\$ 820.00
Purcell Cabinet	\$ 75,698.96
Site Surveys (CVFTC)	
Installation (CVFTC)	\$ 169,164.80

Project Total	\$ 2,346,982.00
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# LOREN OLDENBURG

STATE REPRESENTATIVE • 96<sup>th</sup> ASSEMBLY DISTRICT

March 8, 2022

Steffany Powell Coker  
Public Service Commission of Wisconsin  
North Tower, 6th Floor  
Hill Farms State Office Building  
4822 Madison Yards Way  
Madison, Wisconsin 53705  
Docket: 5-BF-2022

Members of the Public Service Commission,

I would like to express my strong support for the Coon Valley Farmer's Telephone Company application for the Public Service Commission's Fiscal Year 2022 Broadband Expansion grant. The telephone company is applying for this grant to provide broadband service to unserved and underserved households in the Towns of Bangor and Leon. Being awarded this grant would be of great benefit to the citizens in these two townships.

The Coon Valley Farmer's Telephone Company has been installing fiber in Coon Valley and the surrounding area since 2008, and have a strong history of providing excellent service to their subscribers. By providing access to a fiber network, households in the Towns of Bangor and Leon will gain the tools that they need to prosper in the 21<sup>st</sup> Century economy.

If awarded the Public Service Commission's grant, the focus of the Coon Valley Farmer's Telephone Company would be to provide last mile broadband infrastructure to 256 households in the Towns of Bangor and Leon. The technology that will be installed will provide a future proof network to the households allowing access up to 1 Gigabit per second, but with the flexibility to go up to 10 Gigabits with evolutionary change out of electronics.

Being awarded the Public Service Commission's fiscal year 2022 Broadband Expansion grant will allow for 256 households in the Towns of Bangor and Leon be prepared for the future. By receiving this grant the Coon Valley Farmer's Telephone Company will provide the technology that is needed for these townships to thrive.

Thank you for considering Coon Valley Farmer's Telephone Company for this grant.

A handwritten signature in black ink, reading "Loren Oldenburg", is positioned above the printed name.

Loren Oldenburg  
State Representative  
96<sup>th</sup> Assembly District





## ENGINEERED TO SERVE

March 3, 2022

Ms. Kristy Nieto, Division Administrator  
Public Service Commission of Wisconsin  
4822 Madison Yards Way  
Madison, WI 53707-9100

Re: Letter of Support for Broadband Expansion Grant proposal

Ms. Nieto,

We are pleased that Coon Valley Farmers Telephone Company is applying for FY 2022 Broadband Expansion Grant funding for its Leon/Bangor Townships FTTH project, and WIN would like to offer its support of Coon Valley's application.

Over the past twenty-four years, WIN Technology has worked in concert with its thirty-one Wisconsin-based independent telephone company owners (our Members, of which Coon Valley is one) to build a 15,000-mile fiber optic network at a cost of over \$100 million. With this expansive network, WIN Technology and its Members provide a variety of services including dark fiber, carrier Ethernet services up to 400 Gbps, Internet connectivity, data center colocation, and network monitoring and management. Through complex and extensive fiber and bandwidth investments and operations, WIN Technology provides carrier-neutral wholesale solutions to all types of wireless and fiber-based carriers across Wisconsin.

One of the most impactful ways that WIN supports Wisconsin communities is by bringing high-speed, low-latency, exceptionally reliable internet connectivity from its routers and peering exchanges in Minneapolis and Chicago to its Member companies, so that they can in turn distribute that connectivity to the homes and businesses in their territories at a fraction of the cost that would be needed for the telephone companies to do it on their own. We are extremely proud of the fact that our network, in partnership with our Member-owners, touches the lives of hundreds of thousands of Wisconsinites every day.

Coon Valley Farmers Telephone Company's Leon/Bangor Townships FTTH project will help to bring that kind of connectivity and collaboration to even more rural Wisconsin citizens. Without access to quality, reliable internet services Wisconsin's rural businesses and communities will be left behind in the changing economy. Please give your full consideration to this important project and give Coon Valley the opportunity to continue toward the goal of a fully connected Wisconsin.

If you have any questions or would like additional information, please feel free to contact me at 715-832-3750, or [scott.hoffmann@wintechology.com](mailto:scott.hoffmann@wintechology.com). Thank you for your consideration.

Sincerely,

DocuSigned by:  
  
B36216C531724FE...  
Scott Hoffmann  
CEO, WIN Technology

**Address**  
4955 Bullis Farm Road  
Eau Claire, WI 54701

**Phone**  
715-832-3750  
866-206-2027

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